

Message Text

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ACTION EB-11

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DOT-00 INR-10 NSAE-00 RSC-01 FAA-00 SS-20 NSC-07 L-03

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 7811

C O N F I D E N T I A L MOSCOW 5408

E.O. 11652: GDS

TAGS: BEXP UR

SUBJECT: STATUS OF NEGOTIATIONS ON SOVIET AIR TRAFFIC CONTROL
SYSTEM

1. AT AMBASSADOR'S RECEPTION APRIL 11 FOR SECRETARY BRINEGAR, EMBOFF ASKED L.YE.TYUKHIN, MRS. ANODINA'S ASSISTANT IN CIVIL AIR MINISTRY'S TECHNICAL DEPARTMENT, WHEN FINAL DECISION WAS LIKELY IN NEGOTIATIONS FOR MOSCOW AIR TRAFFIC CONTROL SYSTEM CONTRACT. TYUKHIN SAID SOVIET DELEGATION HEADED BY ANODINA SCHEDULED VISIT ITALY, FRANCE, AND SWEDEN DURING MAY FOR FINAL DISCUSSIONS WITH FIRMS IN THOSE COUNTRIES. FOLLOWING ANODINA'S RETURN TO MOSCOW, ACCORDINT TO TYUKHIN, CIVIL AIR MINISTRY WOULD REACH DECISION ON "TECHNICAL GROUNDS" AND FORWARD MATTER TO MINISTRY OF FOREIGN TRADE FOR DECISION ON FINANCIAL/FOREIGN TRADE ASPECTS.

2. ALTHOUGH TYUKHIN MAINTAINED THAT CIVIL AIR MINISTRY'S ROLE IN EVALUATING COMPETING PROPOSALS WAS RESTRICTED TO TECHNICAL ASPECTS, HE COMPLAINED THAT PROPOSALS OF US COMPANIES, PARTICULARLY IBM, WERE MUCH MORE EXPENSIVE THAN THOSE SUBMITTED BY WESTERN EUROPEAN FIRMS. HE ALSO NOTED THAT ITALIAN AND SWEDISH FIRMS WERE IN EFFECT OFFERING US TECHNOLOGY AT LOWER COSTS THAN US COMPANIES. EMBOFF SAID HE WAS NOT IN POSITION DISCUSS PRICE QUESTION BUT SUGGESTED THAT QUALITY CONSIDERATIONS WERE AT LEAST AS SIGNIFICANT AS
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INITIAL COST.

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